

Summary Information on Sony Assurance's Financial Results
for the Year Ended March 31, 2013

<Contents>

1. Balance Sheets	P.2
2. Statements of Income	P.4
3. Financial Summary (Year-on-Year Comparison)	P.5
4. Premiums and Losses Paid by Type of Policy	P.7
5. Risk-Monitored Loans	P.7
6. Securities	P.8
7. Non-consolidated Solvency Margin Ratio	P.9

1. Balance Sheets

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
Assets:		
Cash and deposits	5,161	8,443
Cash	0	0
Deposits	5,161	8,443
Securities	84,474	88,670
Japanese government bonds	57,709	68,646
Japanese municipal bonds	13,585	9,648
Japanese corporate bonds	11,207	8,452
Japanese stock	600	1,251
Foreign securities	897	497
Other securities	474	174
Tangible fixed assets	434	1,160
Buildings	255	249
Construction in progress	-	672
Other tangible fixed assets	178	238
Intangible fixed assets	6,806	7,515
Software	3,179	6,285
Software in progress	3,622	1,226
Other intangible fixed assets	4	3
Other assets	16,743	17,677
Accrued premiums	1,156	1,199
Due from reinsurers	13	9
Due from foreign reinsurers	0	0
Accounts receivable	11,302	11,892
Accrued income	151	129
Deposits	410	419
Deposits for earthquake insurance	0	-
Suspense payment	3,708	4,026
Deferred tax assets	4,993	3,953
Total Assets	118,612	127,421

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
Liabilities:		
Underwriting reserves	91,564	99,209
Reserve for outstanding losses	24,192	28,599
Underwriting reserves	67,371	70,609
Other liabilities	7,512	6,537
Due to reinsurers	59	45
Due to foreign reinsurers	5	7
Income taxes payable	316	227
Deposits received	10	11
Accounts payable	3,012	1,980
Suspense receipt	4,108	4,264
Reserve for employees' retirement benefits	717	850
Reserve for directors' retirement benefits	40	53
Reserve for employees' bonuses	707	756
Reserve for price fluctuations and others	61	80
Reserve for price fluctuations	61	80
Total Liabilities	100,603	107,487
Net Assets:		
Shareholders' equity		
Common stock	20,000	20,000
Capital surplus		
Capital reserve	20,000	20,000
Total capital surplus	20,000	20,000
Retained deficits		
Other retained deficits	(21,946)	(20,492)
Unappropriated retained deficits	(21,946)	(20,492)
Total retained deficits	(21,946)	(20,492)
Total shareholders' equity	18,053	19,507
Valuation and translation adjustments		
Net unrealized gains (losses) on other securities, net of taxes	(44)	426
Total valuation and translation adjustments	(44)	426
Total Net Assets	18,009	19,934
Total Liabilities and Net Assets	118,612	127,421

2. Statements of Income

(Millions of yen)

	For the year ended March 31, 2012	For the year ended March 31, 2013
Ordinary Revenues	80,096	84,711
Underwriting income	79,172	83,615
(Net premiums written)	79,141	83,582
(Interest and dividends on deposits of premiums)	31	33
Investment income	872	1,021
(Interest income and dividends)	873	1,027
(Gains on sale of securities)	23	26
(Gains on redemption of securities)	6	-
(Transfer to interest and dividends on deposits of premiums)	(31)	(33)
Other ordinary income	50	74
Ordinary Expenses	77,236	82,340
Underwriting expenses	58,067	61,830
(Net losses paid)	45,032	47,153
(Loss adjustment expenses)	5,081	5,656
(Net commissions and brokerage fees)	1,367	1,373
(Provision for reserve for outstanding losses)	3,287	4,407
(Provision for underwriting reserves)	3,298	3,238
(Other underwriting expenses)	0	0
Investment expenses	4	7
(Losses on sale of securities)	0	3
(Losses on redemption of securities)	4	3
Operating, general and administrative expenses	19,084	20,485
Other ordinary expenses	79	17
Ordinary Profit	2,859	2,371
Extraordinary Gains	-	-
Extraordinary Losses	18	59
Losses on sale or disposal of fixed assets	0	41
Provision for reserve for price fluctuations and others	17	18
Provision for reserve for price fluctuations	17	18
Income Before Income Taxes	2,841	2,311
Income Taxes –current	555	25
Income Taxes –deferred	986	831
Total Income Taxes	1,541	856
Net Income	1,299	1,454

3. Financial Summary (Year-on-Year Comparison)

(Millions of yen)

		For the year ended March 31, 2012	For the year ended March 31, 2013	Change (Amount)	Change (%)
Gross direct premiums written		78,313	82,541	4,227	5.4 %
(Direct premiums written)		78,313	82,541	4,227	5.4
Ordinary Income (expenses)	Underwriting income	79,172	83,615	4,442	5.6
	(Net premiums written)	79,141	83,582	4,441	5.6
	Underwriting expenses	58,067	61,830	3,762	6.5
	(Net losses paid)	45,032	47,153	2,121	4.7
	(Loss adjustment expenses)	5,081	5,656	574	11.3
	(Net commissions and brokerage fees)	1,367	1,373	6	0.4
	Investment income	872	1,021	148	17.0
	(Interest income and dividends)	873	1,027	153	17.6
	(Gains on sale of securities)	23	26	2	11.3
	Investment expenses	4	7	3	70.6
(Losses on sale of securities)	0	3	3	1,049.9	
Operating, general and administrative expenses	19,084	20,485	1,401	7.3	
(Operating, general and administrative expenses related to underwriting)	18,974	20,386	1,411	7.4	
Other ordinary income, net	(29)	57	86	-	
Ordinary profit	2,859	2,371	(488)	(17.1)	
(Underwriting profit)	2,109	1,398	(710)	(33.7)	
Extraordinary gains (losses)	Extraordinary Gains	—	—	—	—
	Extraordinary Losses	18	59	41	230.6
	Extraordinary gains (losses), net	(18)	(59)	(41)	—
Income before income taxes		2,841	2,311	(529)	(18.6)
Income taxes -current		555	25	(529)	(95.3)
Income taxes -deferred		986	831	(155)	(15.8)
Total income taxes		1,541	856	(684)	(44.4)
Net Income		1,299	1,454	155	11.9
Ratios	Net loss ratio	63.3%	63.2%		
	Net expense ratio	25.7%	26.0%		
	Yield on investments (income basis)	0.98%	1.09%		
	Yield on investments (realized basis)	1.01%	1.11%		

(Reference) Yield on investments (market value basis) : 0.91% for the year ended March 31, 2012 and 1.84% for the year ended March 31, 2013.

Notes: 1. Underwriting profit = Underwriting income – (Underwriting expenses + Operating, general and administrative expenses related to underwriting) ± Other income (expenses).

Other income (expenses) is the amount equivalent to the corporate income taxes for compulsory automobile liability insurance, etc.

2. Calculation methods for yield on investments are described in separate attachments.

Calculation methods for yield on investments

1. Yield on investments (income basis)

The results of investment in assets are indicated as income revenues (interest income and dividends). Interest income and dividends on investment assets is the numerator, and acquisition cost is the denominator.

- Numerator: Interest income and dividends
- Denominator: Average balance of either acquisition cost or amortized cost

2. Yield on investments (realized basis)

The results of investment in assets are indicated as the contribution to net income (loss) for the period (statements of income).

Realized profit and loss is the numerator, and acquisition cost is the denominator.

- Numerator: Investment income + Interest and dividends on deposits of premiums – Investment expenses
- Denominator: Average balance of either acquisition cost or amortized cost

3. (Reference) Yield on investments (market value basis)

An indicator of investment efficiency based on market value. Realized profit and loss plus net unrealized gains is the numerator, and market value is the denominator.

- Numerator = (Investment income + Interest and dividends on deposits of premiums – Investment expenses + (Net unrealized gains at end of period* – Net unrealized gains at end of previous period*))
- Denominator = Average balance according to the acquisition cost or amortized cost + Net unrealized gains on other securities at end of previous period*

*Amounts before tax deductions

4. Premiums and Losses Paid by Type of Policy

Direct Premiums Written

(Millions of yen)

	For the year ended March 31, 2012			For the year ended March 31, 2013		
	Amount	Composition	YoY Change	Amount	Composition	YoY Change
		%	%		%	%
Fire	176	0.2	(4.8)	236	0.3	34.1
Marine	—	—	—	—	—	—
Personal accident	7,424	9.5	4.0	7,898	9.6	6.4
Voluntary automobile	70,712	90.3	7.9	74,406	90.1	5.2
Compulsory automobile liability	—	—	—	—	—	—
Total	78,313	100.0	7.5	82,541	100.0	5.4

Net Premiums Written

(Millions of yen)

	For the year ended March 31, 2012			For the year ended March 31, 2013		
	Amount	Composition	YoY Change	Amount	Composition	YoY Change
		%	%		%	%
Fire	72	0.1	780.1	86	0.1	19.3
Marine	90	0.1	1,430.5	142	0.2	56.9
Personal accident	7,626	9.6	3.5	8,138	9.7	6.7
Voluntary automobile	70,457	89.0	8.0	74,140	88.7	5.2
Compulsory automobile liability	893	1.1	25.1	1,075	1.3	20.3
Total	79,141	100.0	7.9	83,582	100.0	5.6

Net Loss Paid

(Millions of yen)

	For the year ended March 31, 2012			For the year ended March 31, 2013		
	Amount	YoY Change	Net loss ratio	Amount	YoY Change	Net loss ratio
		%	%		%	%
Fire	40	16,432.3	56.9	1	(97.3)	22.1
Marine	138	1,150.4	153.2	185	33.8	130.7
Personal accident	1,796	10.9	26.3	1,957	9.0	27.0
Voluntary automobile	42,193	14.2	66.8	44,004	4.3	66.6
Compulsory automobile liability	862	26.3	96.5	1,004	16.5	93.5
Total	45,032	14.7	63.3	47,153	4.7	63.2

5. Risk-Monitored Loans

None

6. Securities

1. Trading-purpose securities

Not applicable

2. Held-to-maturity securities

(Millions of yen)

		As of March 31, 2012			As of March 31, 2013		
		Balance sheet amount	Fair value	Difference	Balance sheet amount	Fair value	Difference
Fair value is higher than balance sheet amount	JGBs, other bonds	72,797	74,289	1,491	73,019	79,207	6,188
	Foreign securities	897	907	10	497	516	19
	Subtotal	73,695	75,197	1,501	73,516	79,723	6,207
Fair value is lower than balance sheet	JGBs, other bonds	69	69	(0)	—	—	—
Total		73,765	75,266	1,501	73,516	79,723	6,207

3. Available-for-sale securities

(Millions of yen)

		As of March 31, 2012			As of March 31, 2013		
		Balance sheet amount	Acquisition cost	Difference	Balance sheet amount	Acquisition cost	Difference
Balance sheet amount is higher than acquisition cost	JGBs, other bonds	9,112	9,033	78	12,524	12,421	102
	Japanese stocks	—	—	—	1,251	729	522
	Subtotal	9,112	9,033	78	13,775	13,151	624
Balance sheet amount is lower than acquisition cost	JGBs, other bonds	522	545	(23)	1,204	1,212	(8)
	Japanese stocks	600	718	(118)	—	—	—
	Others	474	474	—	174	174	—
	Subtotal	1,596	1,739	(142)	1,378	1,387	(8)
Total		10,709	10,772	(63)	15,154	14,538	616

4. Available-for-sale securities sold during the year

(Millions of yen)

	For the year ended March 31, 2012			For the year ended March 31, 2013		
	Amount of sales	Total gains on sales	Total losses on sale	Amount of sales	Total gains on sales	Total losses on sale
JGBs, other bonds	3,008	23	0	1,605	26	3

7. Non-consolidated Solvency Margin Ratio

(Millions of yen)

	As of March 31, 2012	As of March 31, 2013
(A) Total non-consolidated solvency margin	27,511	27,370
Capital or treasury	18,053	19,507
Reserve for price fluctuations	61	80
Contingency reserve	54	63
Catastrophe reserve	9,406	7,164
General reserve for possible loan losses	-	-
Net unrealized gains on other securities (before subtracting tax effects)	(63)	554
Net unrealized gains on real estate	-	-
Excess refund reserve	-	-
Subordinated debt	-	-
The portion of the excess refund reserve and subordinated debt that is not included in the margin	-	-
Deductible items	-	-
Others	-	-
(B) Total risk (Non-consolidated) $\sqrt{(R_1+R_2)^2+(R_3+R_4)^2}+R_5+R_6$	9,862	10,855
Ordinary insurance risk (R_1)	8,929	9,865
Third-sector insurance risk (R_2)	-	-
Assumed interest rate risk (R_3)	58	67
Asset management risk (R_4)	309	485
Business management risk (R_5)	297	331
Major catastrophe risk (R_6)	627	643
(C) Solvency margin ratio (Non-consolidated) $[(A) / \{(B) \times 1/2\}] \times 100$	557.8 %	504.2 %

Note: The figures were calculated based on provisions in Articles 86 and 87 of the Ordinance for Enforcement of the Insurance Business Act of Japan and Ministry of Finance Public Notice No. 50 of 1996.

<Non-consolidated Solvency Margin Ratio>

Non-life insurance companies maintain reserves to ensure their ability to pay claims when accidents occur and return contracted amounts at maturity on savings-type insurance. Non-life insurance companies must also maintain sufficient ability to pay in the event of a major catastrophe or a dramatic drop in the value of the assets they hold—risk events outside the normal scope of expectations.

Total risk (item (B) in the table above) indicates dangers outside the general scope of expectations. The non-consolidated solvency margin ratio (item (C) in the table above) is an indicator of an insurer's ability to pay, calculated as prescribed by the Insurance Business Act of Japan, based on its percentage holdings of capital and other reserves (in other words, the total solvency margin: as indicated by (A) above)

“Risk events outside the normal scope of expectations” refers to the total of the amounts represented by the following risks.

- (1) Insurance underwriting risk :Risk outside the scope of risk incorporated into the rate of accident occurrence (excluding major
(Ordinary insurance risk) catastrophe risk)
(Third-sector insurance risk)
- (2) Assumed interest rate risk :Risk that actual investment yields will fall below the investment yield assumed when calculating
premiums
- (3) Asset management risk :Risk arising from such factors as unexpectedly large fluctuations in prices on held securities and
other assets
- (4) Business management risk :Unexpected risk to business management other than (1) through (3) above and (5)
- (5) Major catastrophe risk :Risk arising from major catastrophes (such as the Great Kanto Earthquake and the Ise Bay Typhoon)

A non-life insurer's ability to pay (total non-consolidated solvency margin), as indicated by such factors as its capital and reserves is the total of the insurer's net assets (excluding the amount of expected outflow from the company), reserves (such as the reserve for price fluctuations and catastrophe reserve) and a portion of its net unrealized gains on real estate.

The non-consolidated solvency margin ratio is one of the objective indicators used by the insurance regulatory authorities to supervise insurers. If this ratio is 200% or higher, an insurer is judged to have sufficient ability to satisfy claims and other payments.